

Real Estate

PROGRAM CODE: 10-194-1



Associate Degree

**Location:** Online Campus, West Allis**Start Dates:** August and January**Admission Requirement:** High school diploma or equivalent**Financial Aid Eligible:** Yes. Use code 003866 at fafsa.gov.

Program Description

This comprehensive, state-approved program prepares you for a range of careers in the real estate field, including sales and brokerage, building inspection, and property management. Courses that meet educational requirements to qualify for state licensing exams are part of the curriculum.

Career Outlook

Options include working for real estate companies or as a self-employed real estate specialist. A willingness to work evenings and weekends is important.

Program Learning Outcomes

- Prepare real estate contracts and documents in accordance with applicable laws.
- Apply mathematical, financing and investment principles to real estate transactions.
- Apply concepts of property valuation to real estate transactions.
- Identify building construction and environmental issues in real estate transactions.



Complete Program Details

QUESTIONS? 414-456-5323, 414-297-8903 or leadpathway@matc.edu

COURSES

CREDITS

BADM-106	MS Office for Business Applications	3
ENG-195	Written Communication ‡	3
	(or) ENG-201 English 1 ‡	
RLEST-180	Principles of Real Estate ^ * +	3
RLEST-182	Real Estate Law ^ +	3
RLEST-189	Introduction to Home Inspection	3
MATH-123	Math With Business Applications ‡	3
	(or) Any 200-level MATH course	
RLEST-181	Principles of Commercial Real Estate	3
RLEST-188	Listing, Selling and Sales Tools	3
RLEST-190	Introduction to Property Management *	3
BADM-110	Business Communications With Technology	3
ECON-195	Economics	3
	(or) Any 200-level ECON course	
ENG-196	Oral/Interpersonal Communication ‡	3
	(or) Any 200-level ENG or SPEECH course	
PSYCH-199	Psychology of Human Relations	3
	(or) Any 200-level PSYCH course	
RLEST-184	Real Estate Mortgage Lending	3
RLEST-185	Real Estate Investment Principles	3
ACCTG-110	Financial Accounting	3
BADM-134	Business Organization and Management	3
MKTG-102	Marketing Principles	3
RLEST-183	Real Estate Broker Preparation ^	3
RLEST-187	Broker Management ^	3

CREDITS

Total credits needed to complete this degree

60

‡ Prerequisite required.

^ Counts toward earning the Real Estate Broker Associate technical diploma.

* Counts toward earning the Property Management certificate.

+ Counts toward earning the Real Estate Salesperson certificate.

Program curriculum requirements are subject to change.

Current MATC students should consult their Academic Program Plan for specific curriculum requirements.

MATC courses are offered in person, entirely online or partially online.

Check each course's delivery options in Self-Service at selfservice.matc.edu.

This program is approved by:

State of Wisconsin Department of Safety and Professional Services
4822 Madison Yards Way

Madison, WI 53705; 608-266-2112

<https://dsps.wi.gov/Pages/Professions/RESalesperson/Default.aspx>